

WIDER USE OF COTTON BY HOME INDUSTRIES

Mayor Ainslie Backs New Movement Started to Aid Farmers in South.

MANUFACTURERS CAN HELP
Substitution of Home Staple for Imported Jute Will Give Impetus to Business, Which Will Help Mills and Every One Else.

In conjunction with the "buy-a-bale-of-cotton" movement, Mayor George Ainslie, who is chairman of the buying committee of the Richmond Cotton Buying Club, said last night that he was heartily in favor of a movement which has been started by some manufacturers to stimulate a wider use of cotton products in commerce.

"If manufacturers and others whose products are packed in containers will use cotton sacks and wrappers there is no reason why the consumption of cotton in this country cannot be increased 50 per cent," Mayor Ainslie said. "This plan will create a large demand for the staple, and will not only help the grower, who now faces a critical condition, but will be of vast benefit to cotton manufacturers. In turn their employees will be aided, and the movement, if given proper support by those who are in a position to do so, will be made to reach into practically every walk of life."

DUNLOP MILLS USE COTTON SACKS ONLY

For the past two months the Dunlop Mills has discontinued the use of all bags except cotton. The very bag which leaves the local mills, a card is inserted calling the attention of Southern merchants to the fact that only cotton sacks are being used. While bags for other materials may be had for a slightly lower price, the management of the mills feels that it is aiding the South by using cotton entirely. It pays between \$500 and \$700 daily for the cotton bags, which will give an idea of the enormous demand for cotton which will be created if other manufacturers and producers will follow the lead and substitute cotton for jute and other materials now largely used.

The United States, according to Mayor Ainslie, consumes about 40 per cent of its cotton crop, and he points out, this consumption can be increased so much that it will be unnecessary to import much if any, jute from India.

Business firms which are in sympathy with the idea to increase the home consumption of cotton, have found, in some instances, that they have been able to use more than 100 per cent more of cotton products by discontinuing the use of jute. Instead of using jute for burlap covers, cotton sacks have been substituted for such products as flour bags, feed bags and bakers' bags.

"LET JOBBERS DEMAND COTTON FROM PRODUCERS"

"Let every jobber, retailer and baker in Richmond," Mayor Ainslie said, "demand that his flour, feed and whatever article can be so packed, come in cotton and not in burlaps or some other material. The expense for cotton is a trifle more, but I feel certain that broad-minded business men will figure that he will get his money back, and more, because of the increased prosperity enjoyed by the cotton section."

Mayor Ainslie added that not only flour and mill feed may be packed in cotton sacks, but also such articles as sugar, fertilizer, grain and produce which could be, he pointed out, put in cotton sacks, thereby making a demand which would cause the home consumption to jump by leaps and bounds.

"The producer will use cotton, if the jobber will demand it," declared the Mayor. "Therefore, it is readily seen that everybody can help in this plan; it puts it up to the individual to see that the jobber demands from the producer the use of cotton. This is something worth striving for, I remember, it will bring the home consumption from 40 per cent of the total crop to 60 per cent."

COTTON MILLS WORKING TWELVE HOURS ONLY

"The cotton mills now are barely operating twelve hours a day—they should be operating twenty-four. One Western concern has changed its packing methods, so that, instead of consuming \$150,000 worth of cotton goods in a year, it is using \$267,500 worth."

"Another thing," the Mayor continued, "America raises not one pound of jute, but she does raise cotton."

Mayor Ainslie said the expense was determined that Richmond should continue to take a conspicuous part in the movement to aid the Southern farmers, and this new idea, he believes, will do more to be of actual service than any plan which has yet been suggested.

This scheme does not conflict in any way with the "buy-a-bale-of-cotton" movement, but is suggested by Mayor Ainslie to strengthen the general plan to buy in the present crop left on the farmers' hands because of the European war.

The Cotton Buying Club continues its campaign, and the soliciting committee will begin in earnest this week in canvassing the city.

Because of the convention here last week of the American Bankers' Association, most of the members of the soliciting committee were prevented from taking up their work, being busy helping entertain the city's guests.

The buying committee continues to receive orders from business firms and individuals, and all things considered, the movement here is regarded as of a solid footing, which will insure its ultimate success.

Kellam Acquitted

E. P. Kellam was acquitted yesterday in the Hastings Court of a charge of forgery. He was charged with forging the name of J. L. Hill, manager of the Hill Directory Company, to an order for a certain number of chairs at the Hanover Avenue Christian Church. Mr. Hill is an officer of this church. Though the order was proved to be a forgery, it was not proven that Kellam was its perpetrator.

Wants Old Graveyard Put in Order

Rev. Walter H. Brooks, D. D., of Washington, will preach a special sermon Tuesday evening, October 20, at which he will stress the importance of cleaning up and improving the colored burying ground in Barton Heights. Bishop Evans Payne will preach a special sermon on Wednesday evening, October 21, at Fifth Baptist Church, colored. Large congregations are expected at each of the services.

AVIATOR MAKES RECORD

W. C. Robinson Grinnel Flies Approximately 255 Miles.

DES MOINES, IOWA, October 17.—W. C. Robinson Grinnel, an aviator, today flew from Des Moines approximately 255 miles. The American record for continuous flight was 264 miles, made by Mervyn Wood in 1913. Grinnel started for Chicago, but was deflected by a storm.

MASTER BAKERS MEET HERE TO DISCUSS TRADE

(Continued From First Page.)

McKinney, vice-president General Baking Company.

Address, "Cottons Which Have Contributed to the Elevation of the Baking Business," by L. J. Kolb, Philadelphia, Pa.

Address, "Keeping Up With Rising Costs," by Frank Stockdale, Chicago, Ill.

Thursday, October 22.

9:30 A. M.—Question box and answers.

Address, "Business System and Accounting for Wholesale Bakers," by Harry D. Tipton, accountant Shultz Bread Company, New York.

Address, "Business System and Accounting for Retail Bakers," by J. A. Winkelman, Memphis, Tenn.

Address, "Personality in Salesmanship," by Harry L. Folgelman, Chicago, Ill.

Afternoon.

Executive session for regular members only.

Report of committee on president's recommendation.

Nomination of officers and place of meeting for 1915.

Friday, October 23.

9:30 A. M.—Question box and answers.

Unfinished business.

Special feature.

Executive session.

Election of officers and place of next meeting.

Installation of officers.

Adjournment.

Entertainment Program.

Monday, October 19, 9 P. M.—Informal reception and dance, Jefferson Hotel and adjacent rooms.

Tuesday, October 20, 2 P. M.—Sight-seeing trip for women, visiting points of historical interest in and around Richmond, with tea at Country Club.

Tuesday, October 20, 8 P. M.—Initiation S. O. P. (Salty Order of Pretzels), special feature, to which women will be invited by Order of the Big Twist.

Wednesday, October 21, 2 P. M.—Theatre party for women.

Wednesday, October 21, 8 P. M.—Bohemian night. Dance, Dutch luncheon.

Thursday, October 22, 8 P. M.—Dance, Dutch luncheon.

Friday, October 23, 8 P. M.—Dance, Dutch luncheon.

Saturday, October 24, 8 P. M.—Dance, Dutch luncheon.

Sunday, October 25, 8 P. M.—Dance, Dutch luncheon.

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Friday, October 30, 8 P. M.—Dance, Dutch luncheon.

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